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EXPANDING EDI TO ELECTRONIC COMMERCE

A Presentation To
IBM Canada



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Expanding EDI to Electronic Commerce

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6

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**EDI and Electronic Commerce Program
(EDI)**

Expanding EDI to Electronic Commerce

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Topics Covered

- Trends
- Industries/Applications
- Competitors
- Futures
- Canadian Focus/Issues
- Raising IBM Canada's Profile

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TB-2

Notes

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EDI User Trends

- More users and industries
- More types of messaging
- Architecture changes
- Small business participation

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TB-3

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EDI Vendor Trends

- Move to Electronic Commerce
- Facsimile servers
- Greater software functionality
- Price-performance improvements
- Some consolidation
- Mass marketing

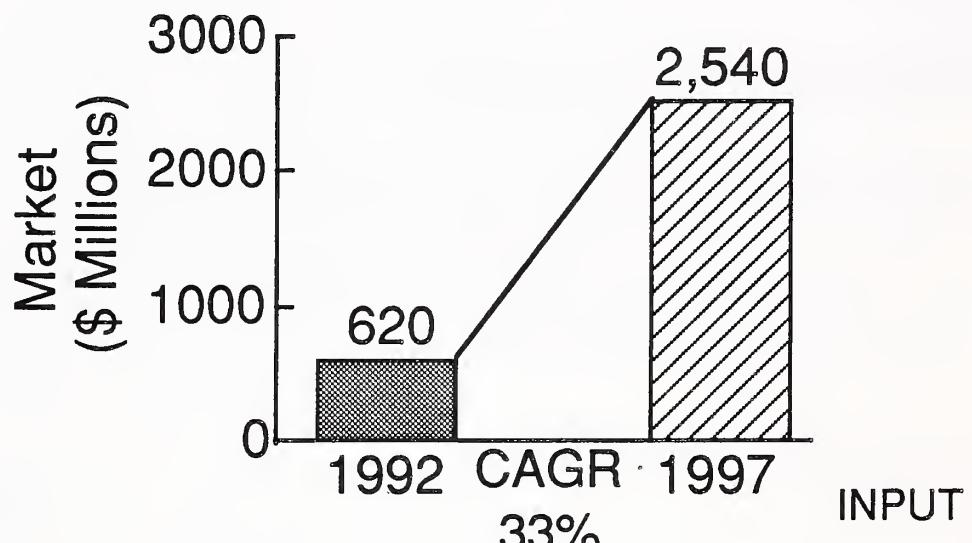
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Notes

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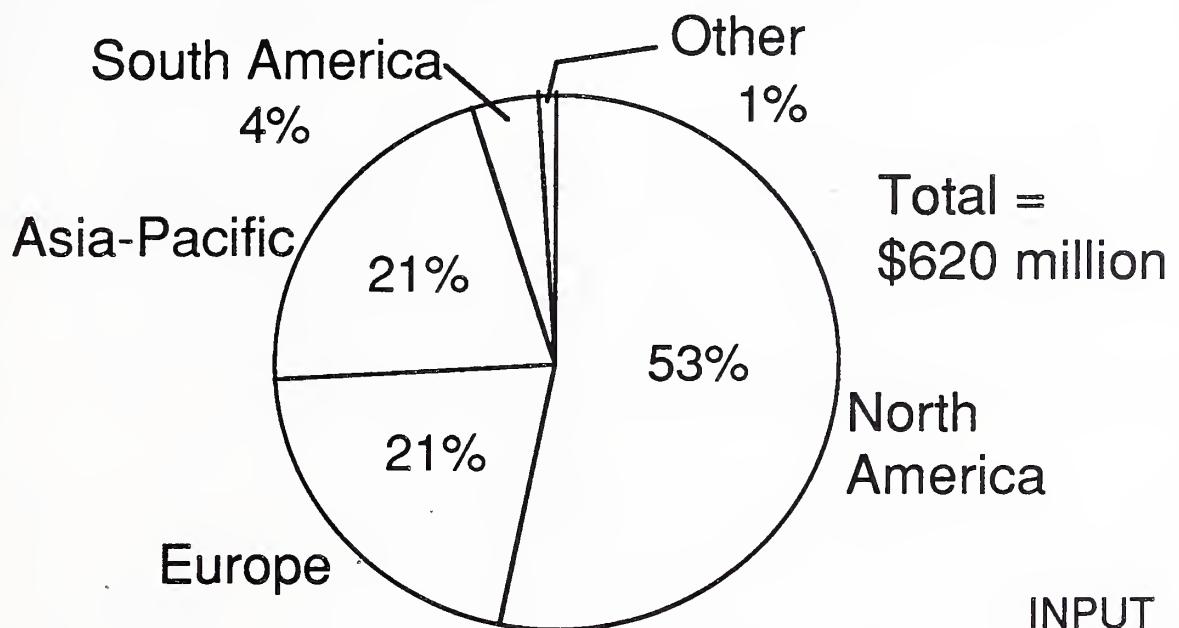
Worldwide EDI Market 1992-1997



ED-153

Notes

1992 EDI Markets by Region



ED-154

Notes

Electronic Commerce

Using electronic information and network systems to support the many kinds of communications in a commercial transaction

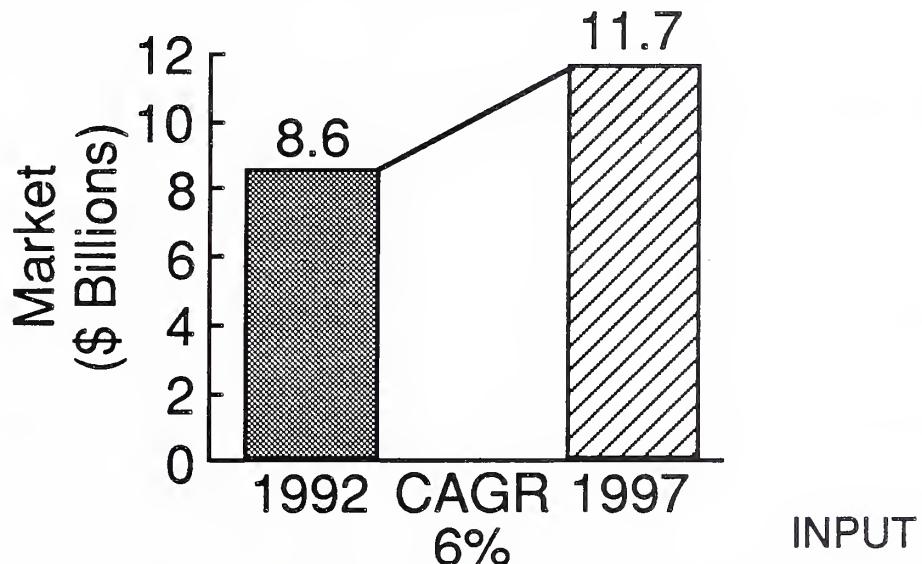
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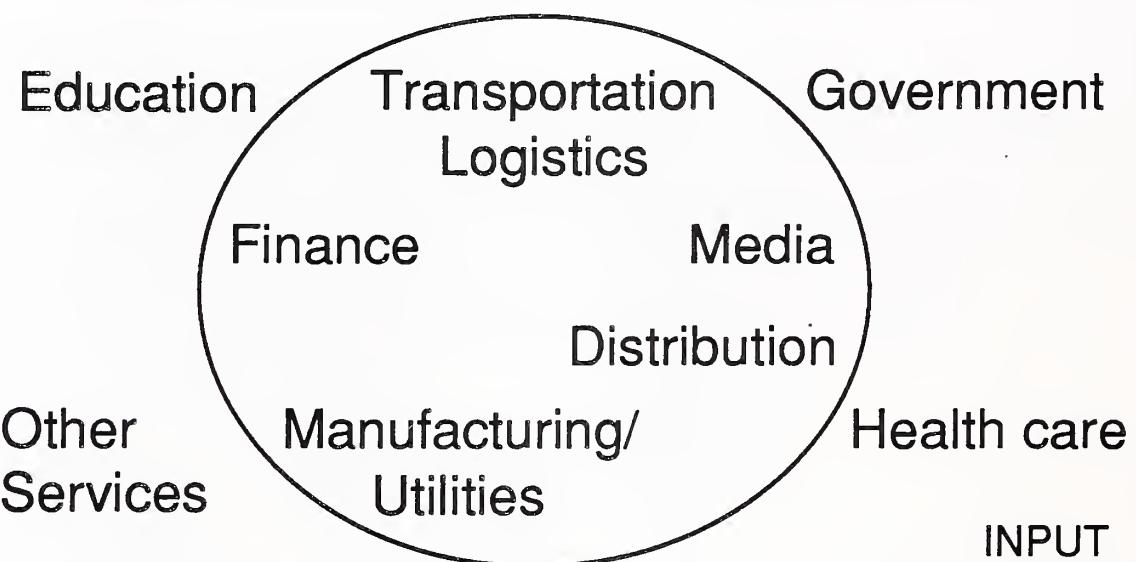
U.S. EC Software and Service Market



ED-119

Notes

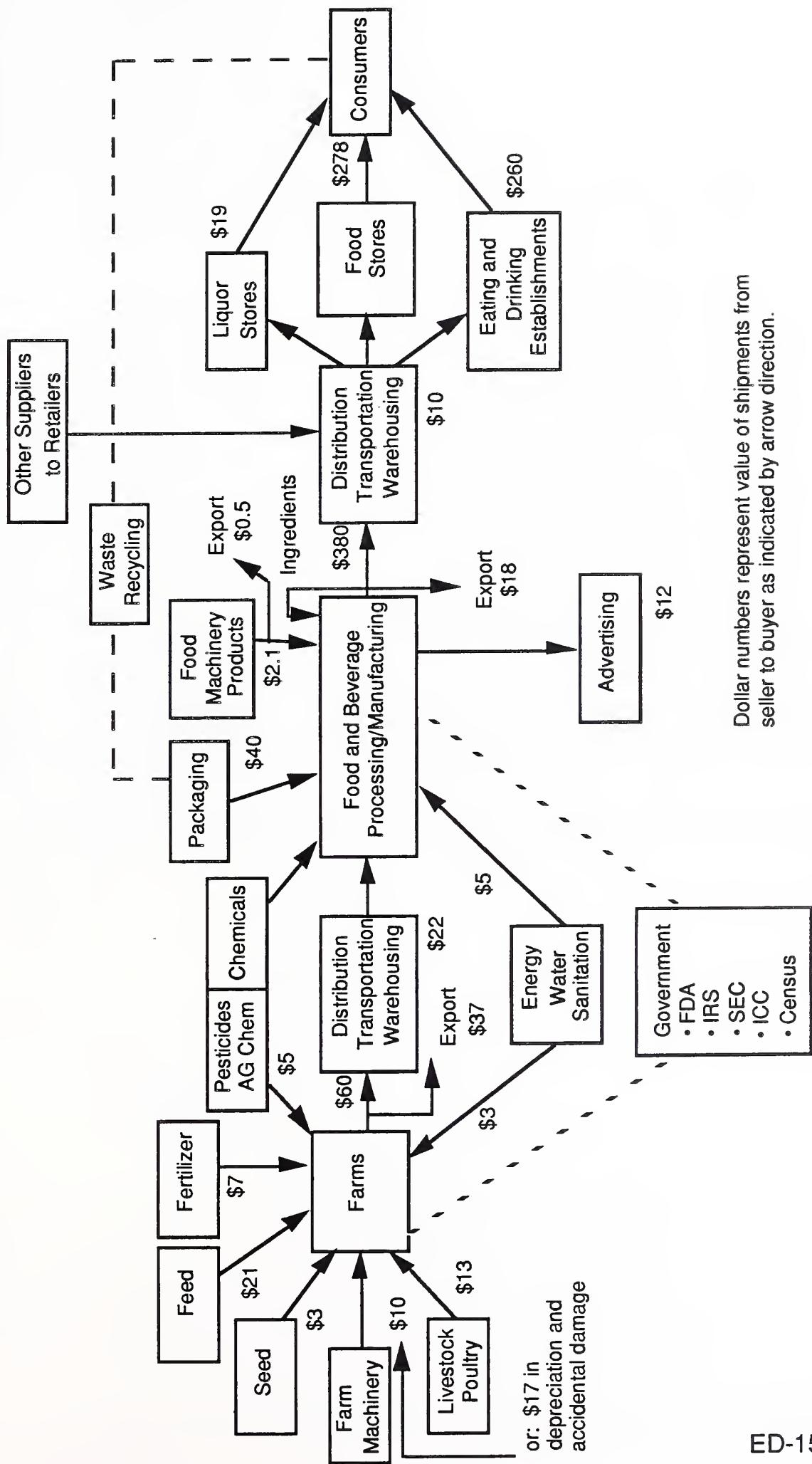
Core and Specialized EC Trading Communities



ED-121

Notes

Grocery Trading Community: Players and Trade Flows (Billions)



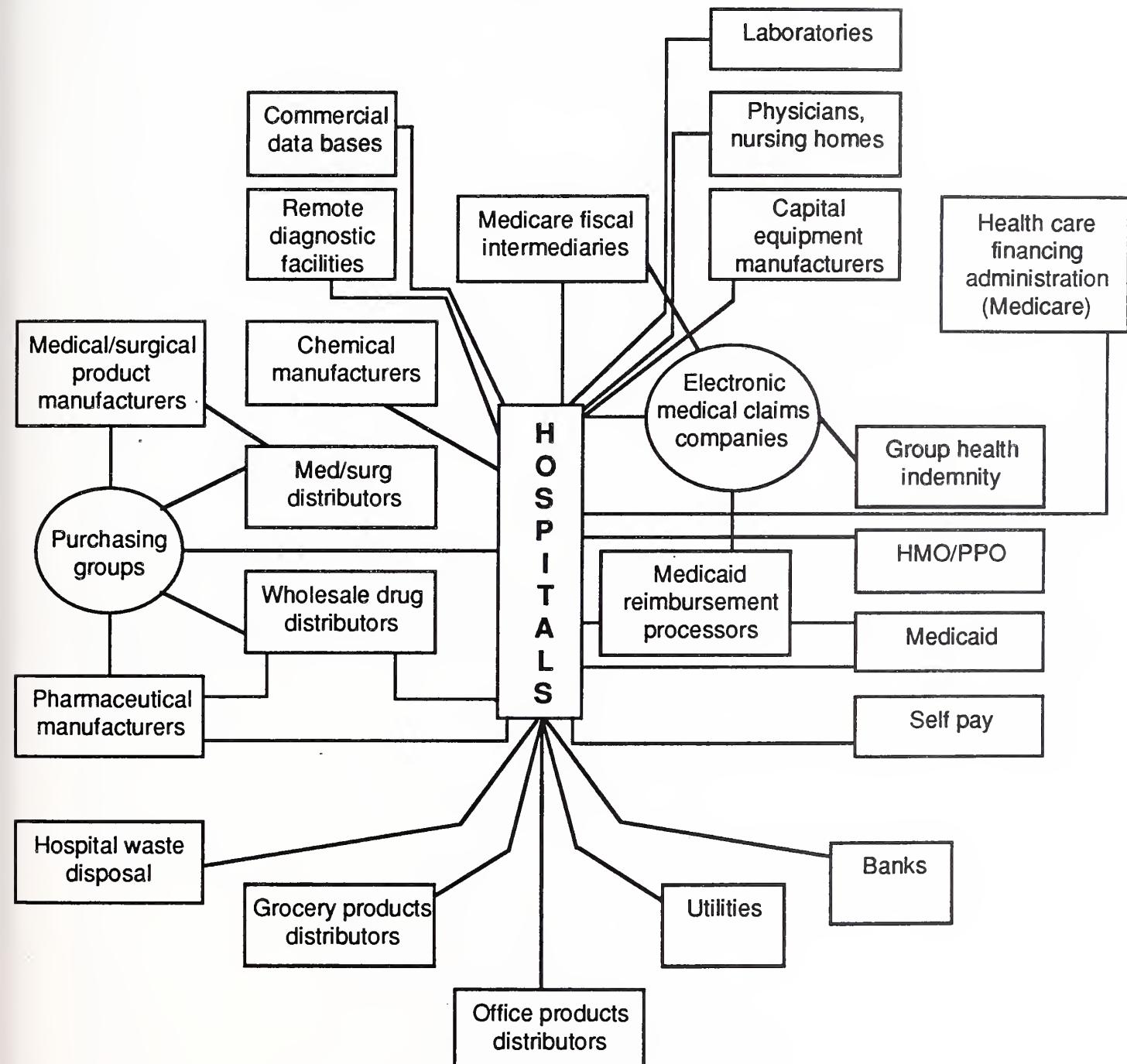
Grocery EC Services (\$ M)

POS	Card processing	510
	Product movement	450
	Check authorization	200
	Electronic marketing	100
	Commodity markets	300
	EDI	20
	Other	200
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ED-123

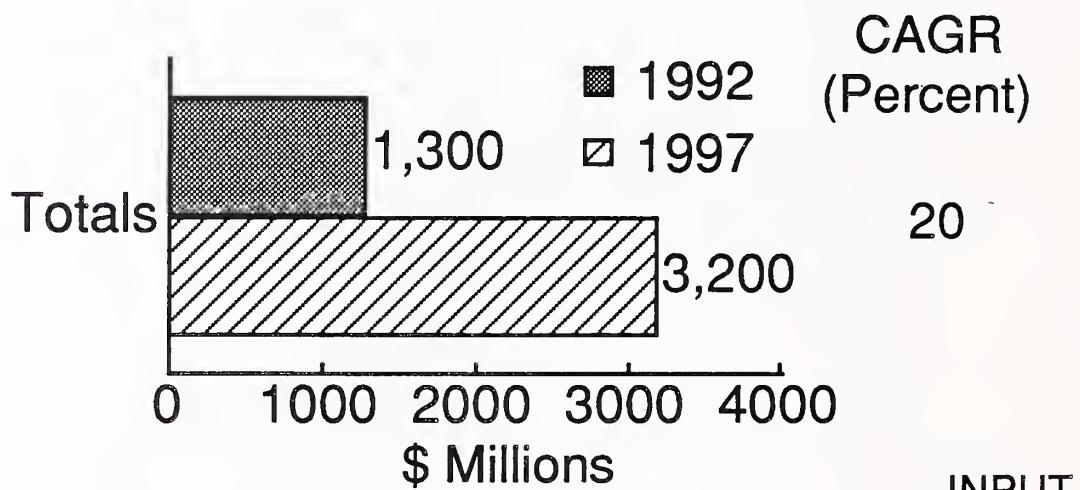
Notes

The Health Care Trading Community



ED-156

Health Care Electronic Commerce Software and Services



ED-157

Notes

EC in Transportation and Logistics

- Consumer transactions largest opportunity

	1992 EC Revenues (\$ M)
Freight (incl. warehousing)	400
Human (incl. hotel)	3,600
Total	4,000

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Notes

Electronic Commerce Applications

- EDI
- POS
- EDI/EFT
- E-mail/Groupware
- Enhanced facsimile
- Electronic information services

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Notes

Electronic Payment Applications

Payee	Payor	Corps.	People	Gov't
Corps.	33%	*111%	33%	
People	32%	N/A	25%	
Gov't	50% - 100%	32%	N/A	

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Notes

N/A = not applicable
* = Home
** = Retail

Electronic Information Services

- Directories
- Product catalogs
- Market data
- Product information logistics
- On-line versus CD ROM

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Notes

EC Services

- Professional services
 - Education
 - Systems integration
 - Community facilitation
- Network and processing services
- Outsourcing

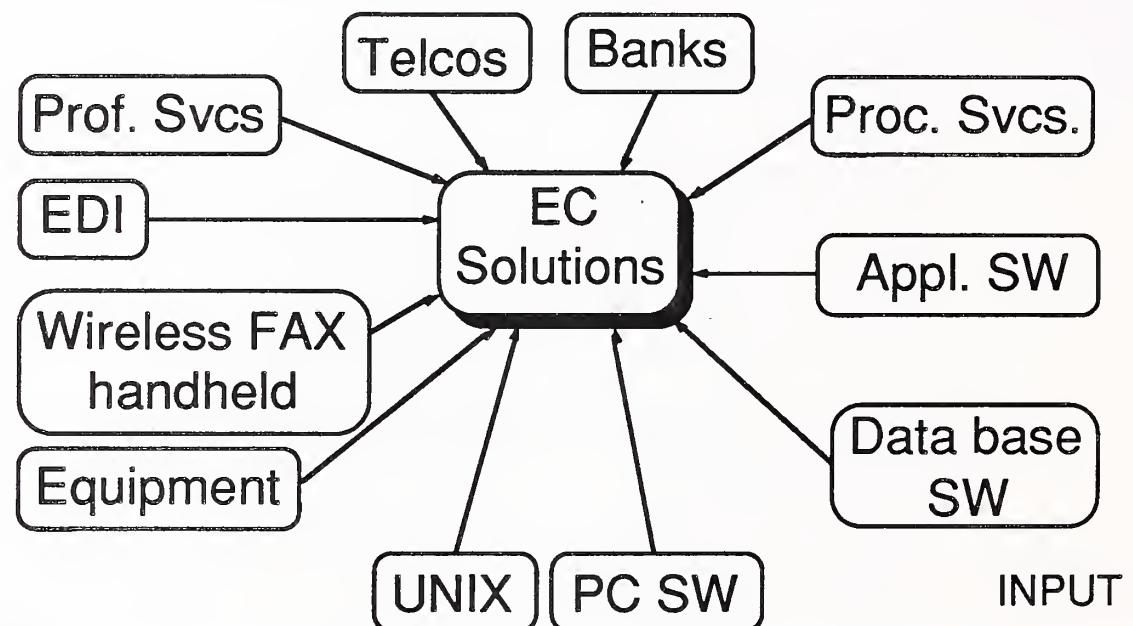
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Notes

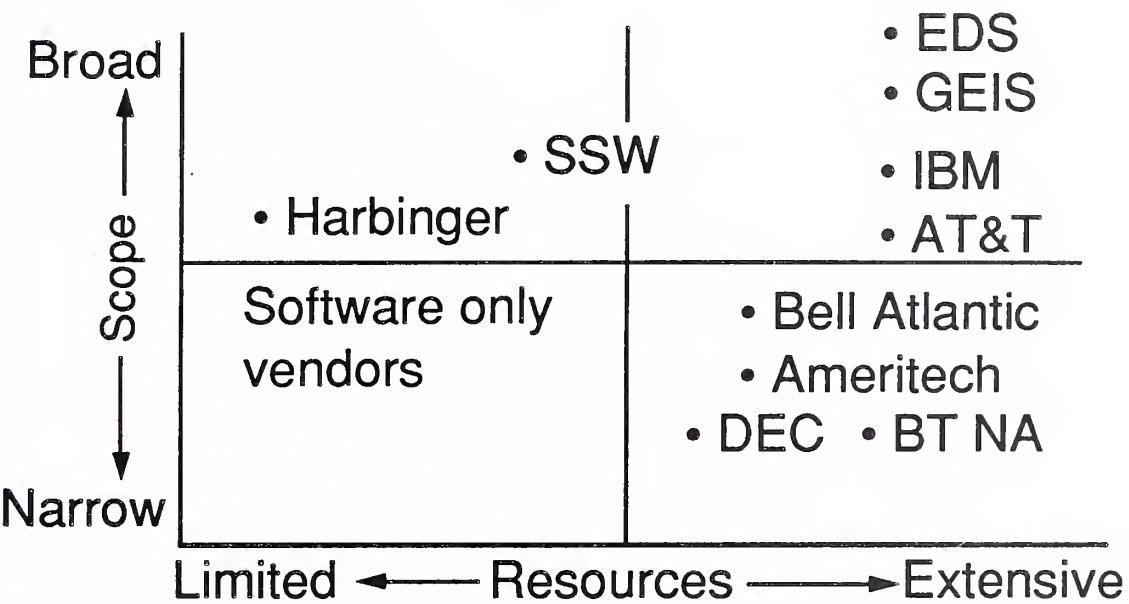
10/16/92

Electronic Commerce Vendors



Notes

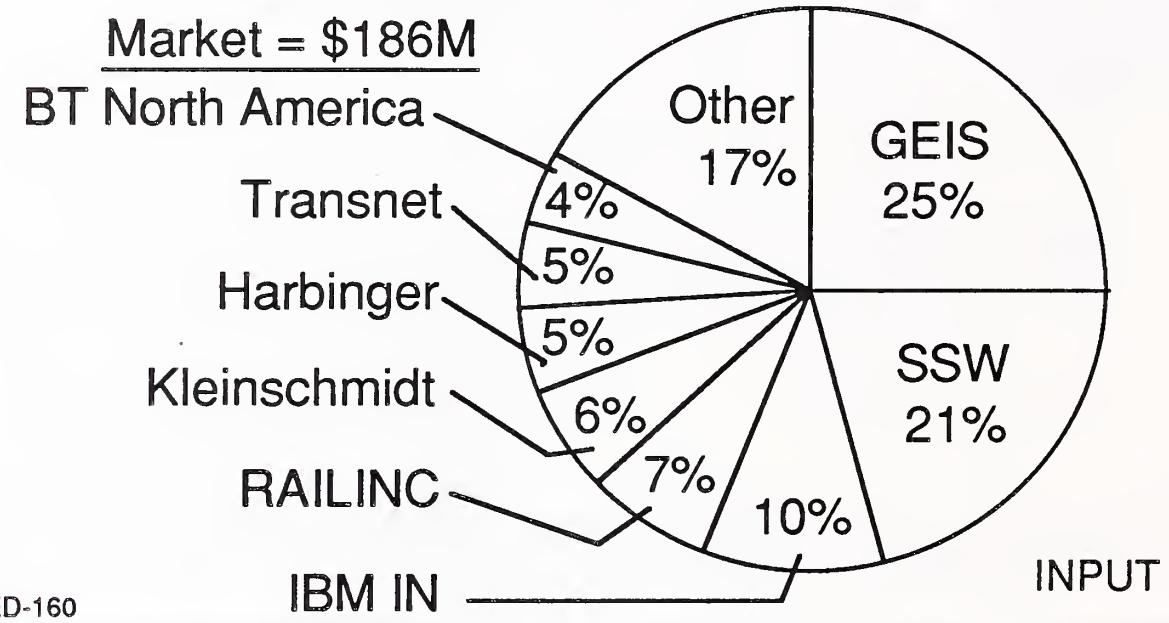
EDI Vendors



ED-159

Notes

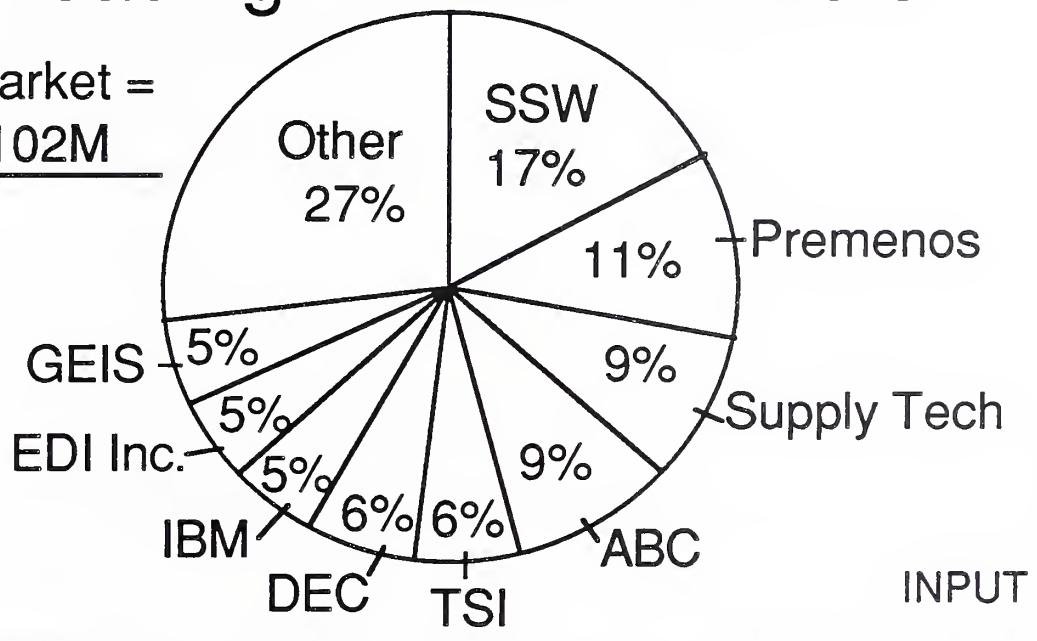
1992 Market Share Leading EDI VANS



Notes

1992 Market Share Leading EDI SW Vendors

Market =
\$102M



ED-161
Notes

EDI Professional Services, 1992

Vendor	1992 Revenues (\$M)
EDS	5.0
IBM Information Network	4.0
Price Waterhouse	2.5
Andersen Consulting	2.0
Other	13.5
Total	27.0

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Notes

Futures

- Consolidated industries
- Trading community facilitation
- Mass markets/easy to use
- Facsimile-based messaging
- Electronic information services
- Consumer-corporate linkages

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Notes

Canadian Issues

- International orientation
- Advanced banking system

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Notes

IBM Canada's Profile

- Hub-Spoke market development
- Alliances
- Education programs
- NAFTA

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- 9 Categories of Software and Services
- 7 Cross-Industry Markets
- The Worldwide Market (30 countries)

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- Downsizing (vendor and user)
- Systems Integration
- EDI and Electronic Commerce
- IT Vendor Analysis
- U.S. Federal Government IT Procurements

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